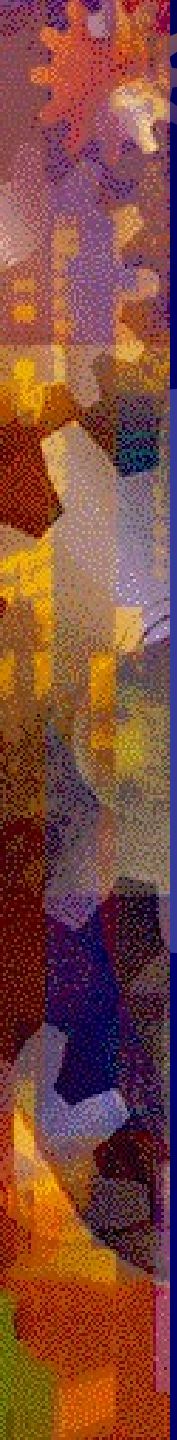


The MEDCOM Small Business Training

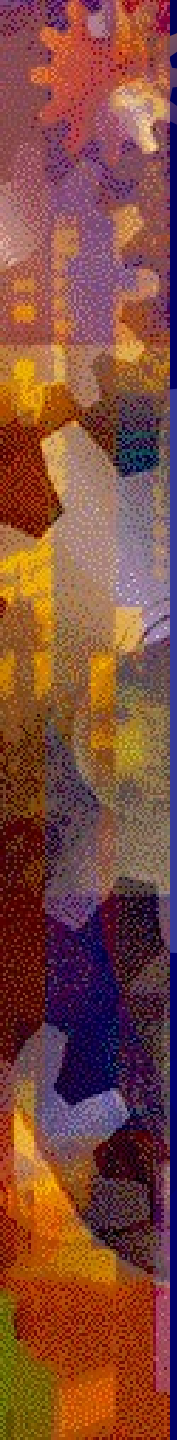
Office of the Associate Director for Small Business

24 March 2004

The ADSB

- A service-oriented team providing responsive assistance to small business concerns, HBCU/MI, and the Health Care Acquisition Activity.
  - We ensure that small businesses have an equitable opportunity to provide goods and services at the best value in support of military medical readiness.
  - We recommend challenging goals for our contracting offices and assist them in achieving those goals.
  - We provide guidance, assistance, and education to our acquisition community to help in the implementation of the Army Small Business Program.
- The Medical Command's primary liaison with the Small Business Administration for health care acquisitions.

Where We Fit In MEDCOM



FY04 Small Business Program Goals

FY03 Report Card

PERFORMANCE AGAINST SMALL BUSINESS GOALS

FINAL FY2003 DATA

Actuals

OFFICE	SB	SDB	WOSB	SDVOSB	HUB	HBCU/MI	
CHCC	79.4%	57.2%	11.4%	0.1%	19.4%	6.0%	
Scorecard	**A**	**A**	**B**	**D**	**A**	**A**	3.73
GPRCO	49.4%	23.6%	8.4%	1.7%	6.5%	33.6%	
Scorecard	**B**	**A**	**C**	**B**	**A**	**A**	3.27
NARCO	63.5%	30.6%	16.5%	0.3%	2.5%	33.0%	
Scorecard	**A**	**B**	**B**	**D**	**B**	**A**	3.45
PRCO	66.8%	9.5%	34.3%	0.0%	7.2%	82.5%	
Scorecard	**A**	**C**	**B**	**D**	**A**	**A**	3.45
SERCO	46.5%	14.4%	6.7%	0.2%	0.8%	31.8%	
Scorecard	**B**	**B**	**B**	**D**	**C**	**A**	2.91
WRCO	47.7%	20.8%	23.6%	0.3%	11.6%	0.0%	
Scorecard	**A**	**B**	**A**	**D**	**A**	**D**	3.32
HCAA	**60.3%**	**31.2%**	**13.5%**	**0.5%**	**8.0%**	**6.3%**	
Scorecard	**A**	**A**	**B**	**D**	**A**	**A**	**3.73**
	4	4	3	1	4	4	
Legend	*Achieved or exceeded target*		*Achieved less than target*		*Negative or None Reported*		

Based on the Army Scorecard performance evaluation scale:

A=4	Meets or exceeds statutory goals and at or above 90% of the target performance
B=3	Achieved 50% to 89.9% of target performance
C=2	Achieved 25% to 49.9% of target performance
D=1	Achieved 24.9% or less of target performance
F=0	Negative performance reported

Score: Multiply grade by weight. Divide sum of weighted grades by total weight. Max Score = 4.00

MEDCOM FY04 Goals
set by DA SADBU

Small Business	60.0%
Small Disadvantaged Business	31.7%
Woman Owned Small Business	18.3%
Service Disabled Veteran Owned Small Business	3.0%
HUBZone	3.0%
HBCU/MI	5.0%

Statutory Goal

Goal Setting Rationale

- If there is a statutory goal, use the statutory goal unless prior performance exceeded the goal, then set FY04 goal at prior year performance level.
- If there is no statutory goal
  - If prior performance exceeded DA set FY04 goal, set FY04 goal at prior year performance level.
  - If prior performance did not meet or exceed DA set FY04 goal, set FY04 goal at midpoint between prior year performance level and DA set FY04 goal.

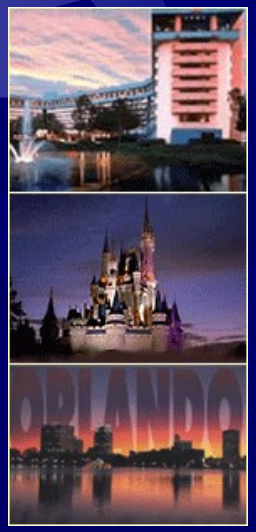
OFFICE	SB	SDB	WOSB	SDVOSB	HUB	HBCU/MI
CHCC						
03 Target	55.1%	33.9%	15.7%	3.0%	3.0%	0.8%
Achieved	79.7%	57.2%	11.4%	0.1%	19.4%	6.0%
04 Target	**79.7%**	**57.2%**	**14.9%**	**3.0%**	**19.4%**	**5.5%**
GPRCO						
03 Target	56.5%	25.0%	21.8%	3.0%	3.0%	0.1%
Achieved	49.0%	23.4%	8.4%	1.7%	6.5%	33.0%
04 Target	**54.5%**	**27.6%**	**13.4%**	**3.0%**	**6.5%**	**19.0%**
NARCO						
03 Target	70.0%	40.8%	26.1%	3.0%	3.0%	0.1%
Achieved	63.3%	30.7%	16.5%	0.3%	2.5%	33.0%
04 Target	**63.3%**	**31.2%**	**17.4%**	**3.0%**	**3.0%**	**19.0%**
PRCO						
03 Target	58.8%	29.9%	45.3%	3.0%	3.0%	0.1%
Achieved	67.1%	9.5%	33.6%	0.0%	7.2%	0.0%
04 Target	**67.1%**	**20.6%**	**33.6%**	**3.0%**	**7.2%**	**5.0%**
SERCO						
03 Target	58.2%	19.3%	10.1%	3.0%	3.0%	0.1%
Achieved	45.8%	13.8%	6.5%	0.1%	0.7%	31.8%
04 Target	**52.9%**	**22.8%**	**12.4%**	**3.0%**	**3.0%**	**18.4%**
WRCO						
03 Target	45.3%	24.8%	5.3%	3.0%	3.0%	0.1%
Achieved	46.8%	20.4%	23.2%	0.3%	11.5%	0.0%
04 Target	**53.4%**	**26.1%**	**23.2%**	**3.0%**	**11.5%**	**5.0%**
HCAA						
03 Target	57.5%	29.0%	20.8%	3.0%	3.0%	6.3%
Achieved	60.3%	31.1%	13.4%	0.5%	3.3%	6.2%
04 Target	**60.0%**	**31.7%**	**18.3%**	**3.0%**	**3.0%**	**5.0%**

ADSB Initiatives

- Community Involvement
  - San Antonio Business Opportunities Council
  - Chambers of Commerce
  - Procurement Technical Assistance Center conferences
  - Women's Organizations
  - Local Universities and Colleges
  - Other Agencies' (City, State, Federal) conferences and tradeshows
- Quarterly small business capability presentations
- Medical Command Small Business Conference (*pending*)
- Web Site: http://sb.amedd.army.mil
- Scorecard
- DD Form 2579 Reviews
- Award/Recognition Program

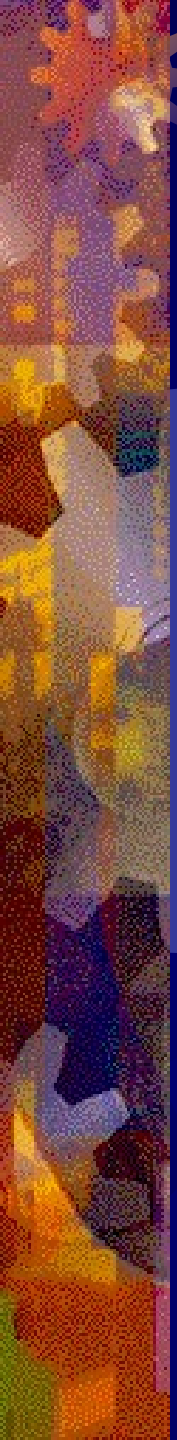
COMING SOON !

- Indian Incentive Program Procedure
- DD Form 2579 Policy
- DA SADBU Assistance Visit
- DA SADBU Training Conference



SMALL BUSINESS SUPPORTING the WAR FIGHTER
PAST, PRESENT, and FUTURE

ARMY SMALL BUSINESS OFFICE TRAINING CONFERENCE
ORLANDO, FLORIDA
JUNE 28 – JULY 2, 2004
HILTON HOTEL at WALT DISNEY WORLD



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